



**CPD COURSES**

**Sydney**  
Sales (AM)  
or Prop Mgmt (PM)  
**Thu 19th Jan**

**Gosford**  
Sales & Prop Mgmt  
**Mon 23rd Jan**

**Newcastle**  
Sales & Prop Mgmt  
**Wed 25th Jan**

**Castle Hill**  
Sales & Prop Mgmt  
**Thu 9th Feb**

**Sydney**  
Commercial & Retail  
Sales & Leasing  
**Tue 14th Feb**

**Sydney**  
Strata Management  
**Wed 15th Feb**

**Ballina**  
Sales & Prop Mgmt  
**Mon 20th Feb**

**Bathurst**  
Stock & Station (AM) or  
Sales & Prop Mgmt (PM)  
**Mon 20th Feb**

**Tweed Heads**  
Sales & Prop Mgmt (AM)  
or Strata Mgmt (PM)  
**Tue 21st Feb**

## 2016.....a year of legislative change

As we arrive at the Christmas / New Year festive season and start talking about “oh where oh where has the year gone”, and how it seems like it should only be July, it is time to reflect on the year that has been. Every day we hear the news, read the papers, and see on the internet: the bad things that are happening in our world. This time of the year is when we should be reflecting on what has happened in our lives during the year, and plan to make our lives, and the lives of those we can influence, a better place.

During 2016, we at ACOP have expanded our training into China. This has been an exciting process that has involved the development of specialised on-line offerings for students, travelling to Beijing and the overwhelming excitement of working with our fabulous clients throughout China. Other Asian countries are planned for 2017 – so the team is pumped for more development and more travel!

Over the past twelve months in these our fortnightly newsletters, we have looked at many legislative changes, and more specifically the changes that have occurred in the property industry. They include:

- The new Underquoting reforms released on 1st January 2016
- The impact of the new electronic version of the NSW Law Society Contract for the Sale and Purchase of Land
- The Capital Gains Tax impact of the new 2016 version of the Sale Contract
- Amendments to the Property, Stock and Business Agents Regulation – particularly around the issues of disclosure of property reports, working as a commercial agent and agency agreement requirements.
- Amendments to the Residential Tenancies Act in relation to the new sections of a lease agreement and disclosures relating to asbestos
- The commencement of the new Strata Laws just a few weeks ago in November
- Legislation relating to off-the-plan sales and in particular to the sunset clauses
- The ability to now lodge residential rental bonds on-line (yes we have moved into the current age of technology)
- The commencement of the Fair Trading complaints register (and all the issues that have arisen from how that is implemented)

**CPD  
2 HOUR  
SEMINARS**

(8am - 10am unless otherwise specified)  
Pre-reading required.

**Full 12 points!!**

**Sydney**

Strata Management  
**Fri 20th Jan**

**Castle Hill**

Sales & Prop Mgmt  
**Wed 25th Jan**

**Parramatta**

Sales & Prop Mgmt  
**Mon 30th Jan**

**Sydney**

Sales & Prop Mgmt  
**Wed 1st Feb**

**Sydney**

Trust Accounting  
**Fri 3rd Feb**

**Penrith**

Sales & Prop Mgmt  
**Tue 7th Feb**

**Bankstown**

Sales & Prop Mgmt  
**Wed 8th Feb**

**Liverpool**

Sales & Prop Mgmt  
**Wed 15th Feb**

**Gosford**

Sales & Prop Mgmt  
**Thu 16th Feb**

**Sydney**

Business Broking  
**Fri 24th Feb**

**Parramatta**

Strata Management  
**Thu 9th Mar**

And that list includes just the ones that we received SO MANY questions and comments about. All of these combined with discussions surrounding a new level of training for property agents based on increased standards; and the proposed increase in educational standards for financial planners – has meant that ACOP has been closely watching the government websites and the legislation sites for amendments and new cases that support our training.

So, with the proposed new reforms for the property industry, there are quite a lot of changes coming our way – some good, some not so good. If you want to know more about these, as the proposal is really quite new – check out the summary information and the video on our website.

As with 2015, our College this year was one of the few Registered Training Organisations that were granted the ability to offer government funding in the property and finance sectors – this means that we were closely monitored by Training Services NSW. So yes, there was another audit (referred to by government as a Performance Monitoring session – but we know better.....it was an audit). We are now very adept at audits, and look forward to the opportunity to ask questions and clarify issues with the government representatives – we even get the opportunity to laugh with them (a little bit). So don't be afraid of the auditors – just be prepared!!!

So, with funding available for qualifications in real estate, strata management, leadership and management, business administration, mortgage broking, accounting and financial planning, there are options available for everyone ranging from new entry traineeships to licence qualifications for people who have been in the industry for a long time. There is no debt at the end of the training (ever), it is actually a really good government package. Talk to us if you are interested – or simply visit our website.

At this time of the year, many of us are focusing on the good times ahead with our family and loved ones – planning our gatherings and the copious amounts of food that we will consume. The ACOP

Our office will be closed for the Festive Season from 12pm on Wednesday 21st December 2016 and will re-open at 8:30am on Thursday 5th January 2017.



## CERTIFICATE OF REGISTRATION COURSES

### Sydney

Mon 16th – Wed 18th Jan

### Sydney

(Dist Ed + 2 day workshop)  
Sat 21st – Sun 22nd Jan

### Parramatta

Mon 23rd–Wed 25th Jan

### Gosford

(Dist Ed + 1 day workshop)  
Tue 24th Jan

### Castle Hill

Mon 6th – Wed 8th Feb

### Bathurst

(Dist Ed + 1 day workshop)  
Tue 21st Feb

### Goulburn

(Dist Ed + 1 day workshop)  
Thu 23rd Feb

### Newcastle

(Dist Ed + 1 day workshop)  
Fri 3rd Mar

## FINANCE AND MORTGAGE BROKING COURSES

### Cert IV in Finance & Mortgage Broking Sydney

Mon 23rd - Wed 25th Jan

### Dip of Finance & Mort Broking Mgmt

Upgrade for existing Cert IV holders

### Sydney

Mon 30th - Tue 31st Jan

Christmas celebrations were held at the beginning of December and we had a fantastic night out at Sails on Lavender Bay where we enjoyed a fabulous view, fabulous food, a fabulous band (Baker Boys Band), fabulous drinks and MAGNIFICENT people to share it all with.

As I have stated almost every year in my final newsletter, the planning of workplace and family Christmas events and all of our other festive gatherings with friends, always leads me to think of the alternative situations within our community. The College continues to actively support a number of charities, including the Manly Women's Shelter, the Cambodian Children's Fund (CCF) and the Salvation Army. All of these charities will work hard at this time of the year to bring some happiness to the people that they support. We should all remember that in our line of business in the property, finance and business sectors within Australia that we are extremely fortunate and now is the time to translate our fortune to others that are in real need. So, I encourage all of us to think about those in need in our local communities and find a way of helping out in some way, be it small or large – it will make everyone's Christmas better. As usual for this time of year, when the College closes down for a couple of weeks, John and I are off to Cambodia after the holiday period to work with the Cambodian Children's Fund and its associated organisations. This will be our fourth visit to Cambodia and we are looking forward to the many surprises that it will bring, not to mention a new year celebration on the banks of the Mekong River.

We have some really exciting new products that will be launched after the holiday season, so watch this space for more news on that.....but our excitement is definitely brewing. We hope that you take the holiday period to plan your goals for the year ahead and what strategies you will be putting in place to achieve them.

On behalf of John and myself and all of the ACOP team, we send our warm festive regards and wish you a truly happy Christmas and a safe, healthy and prosperous 2017. We are looking forward to seeing you all in the new year.

'Til next time,  
Wishing you every success in your business ventures,  
Rosy Sullivan

### Social Media



## Property Licence Courses

**Experienced Agents  
Property Licence  
Program**

**Sydney CBD  
Mon 6th - Fri 10th Feb**

**Trust Accounting  
Sydney CBD**

**Mon 6th - Wed 8th Feb**

**Property Management  
Sydney CBD**

**Thu 9th - Fri 10th Feb**

**Business Broking  
Agency Practices  
Sydney CBD**

**Thu 9th - Fri 10th Feb**

**Sales for Real Estate  
Sydney CBD**

**Tue 14th - Fri 17th Feb**

**Strata Management  
Agency Practices  
Sydney CBD**

**Tue 31st Jan - Fri 3rd Feb**

**Stock & Station  
Agency Practices  
Sydney CBD**

**Mon 8th - Fri 12th May**

**Financial Management  
Sydney CBD**

**Mon 23rd - Tue 24th Jan**

**Staff Management  
Sydney CBD**

**Thu 23rd - Fri 24th Feb**

**Auctioneer  
Accreditation  
Sydney CBD**

**Mon 30th Jan**

# Extended Licensing Special

Check your eligibility in less than 2 minutes.



## Check Eligibility

### Don't forget to renew

The College regularly receive calls from agents who have unwittingly let their licence or certificate expire.

Whilst in most cases it is a simple fact of having to complete your CPD training or perhaps you have completed the training but did not renew with Fair Trading on time, there is the odd occasion where it could potentially require you to complete further training - particularly where there has been a change of legislation since the time you last renewed.

Rather than being in a position where you are required to complete additional training, it is advised that you take advantage of NSW Services online renewal service, which allows you to renew your qualifications and update your information. Simply follow the link at [https://www.onegov.nsw.gov.au/GLS\\_Portal/snsw/Renew/Details](https://www.onegov.nsw.gov.au/GLS_Portal/snsw/Renew/Details)

It is important to remember that it is your responsibility to update and renew your own licence or certificate - not your employers. Set a reminder in your calendar. While we will always tell you where and when the next CPD session is in your area, not everyone completes their CPD training around the same time every year or necessarily around the time that their authority requires renewal.

If you have a spare couple of minutes visit the new online system and ensure your details are correct. Go to NSW Services online at <https://www.onegov.nsw.gov.au/publicregister/#/publicregister/categories>